

# All owners of highly profitable beef businesses have one thing in common...

They have made the effort to acquire the business skills needed to create wealth. Those skills are different to those needed to manage the herd and they are not hard to learn.

Highly profitable beef businesses appear when the owners pay as much attention to the business as the herd. These businesses are so good that they can provide for all the family needs and aspirations into the future.

In short, their beef businesses are bullet proof. Yours can be too...

**FULLY GUARANTEED\***

**BusinessEDGE**  
workshop *for beef producers*

<b>DALBY</b>	<b>Oct 10-11, 2013</b>
<b>ST GEORGE</b>	<b>Oct 14-15, 2013</b>
<b>TAROOM</b>	<b>Oct 28-29, 2103</b>
<b>SPRINGSURE</b>	<b>Oct 30-31, 2013</b>
<b>MOUNT ISA</b>	<b>Mar 3-4, 2014</b>
<b>CHARTERS TOWERS</b>	<b>Mar 6-7, 2014</b>

## WHAT YOU WILL LEARN

In this 2-day BusinessEDGE workshop specifically designed for beef businesses, you will learn how to:-

- ✓ Determine if your business is economically sustainable in the long term or not, and what to do about it.
- ✓ Determine if all the family needs and aspirations can be funded by the business.
- ✓ Determine if your debt is creating or destroying wealth and how much of it your business can afford.
- ✓ Provision and plan for succession and retirement so that each event is fully funded.
- ✓ Allocate rationally for capital expenditure projects so that assets increase in value over time and cash flows improve.
- ✓ Determine if your herd is performing as it should and what to do about it if it is not.

And so much more .....

Decision support spreadsheet tools provided

### PRESENTERS

The presenters are from the private sector with extensive experience in the provision of business and technical advice to beef businesses. Two of the following will present your workshop:

**IAN McLEAN** - Ian is a consultant with experience in accounting and the pastoral industry.

**DAVID COUNSELL** - David is a consultant and also runs a grazing property at Barcardine.

**PHIL HOLMES** - Phil designed the workshop and consults widely in northern Australia.

**STEVE PETTY** - Steve is a Consultant with extensive experience across northern Australia

**STEVE BANNEY** - Steve is based in Queensland and works as a consultant to the grazing industry.

## WHAT ATTENDEES HAVE SAID...

'I would recommend it to anyone that is serious about improving their business's performance or confidence on making the 'big' or 'better' business decisions'  
- Charters Towers, QLD

'Most relevant workshop I've ever been to'  
- Katherine, NT

'We have been looking at our business through a dirty windscreen for a long time, you guys in two days have cleaned that windscreen for us'  
- Dysart QLD

'I really enjoyed the BusinessEDGE workshop. It should be a necessity for those in a rural livestock enterprise. I cannot endorse it enough'  
- Gin Gin, QLD

'I will highly recommend this course to my family and friends. It was an excellent course'  
- Taroom, QLD

'Very worthwhile investment of time and money'  
- Rockhampton QLD

'The most important thing I may ever learn as far as my business is concerned'  
- Mackay, QLD

Follow up available for all participants

**REGISTER NOW!**

**COURSE FEE:** 1 person from business - \$1,200 ea  
2 people from business - \$1,100 ea  
3 or more from business- \$1,000 ea

**EARLY BIRD DISCOUNT:** \$100 pp  
if you register and pay 4 weeks prior to workshop

**REPEAT ATTENDEES DISCOUNT:** 50% pp  
of Bush AgriBusiness - Business EDGE Workshops

Fully tax deductible - All prices exclude GST

**FOR MORE INFORMATION OR TO REGISTER**

Contact Jackie Kyte on 0409 564 729 or  
jackie@jackiekyte.com.au

The BusinessEDGE workshop was developed by Meat & Livestock Australia specifically for Beef Producers in Northern Australia. These workshops are being delivered by Bush AgriBusiness Pty Ltd

\*Unless you are completely satisfied that this workshop has helped you to understand and run your business more profitably, your course fees will be refunded in full, no questions asked.



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